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## Oklahoma State Schedules Workshop

Stillwater, OK—1983 marks the 32nd year for the popular Heating, Ventilating, Air Conditioning Workshop which will be held February 14-16, at Oklahoma State University. Participants will include contractors, systems consultants, engineers, and technical sales personnel representing designers, operators and owners of HVAC businesses.

The workshop is coordinated by Dr. F. C. McQuiston of Oklahoma State University School of Mechanical Engineering. Dr. McQuiston has announced that the following five seminars will be held during the three-day workshop with each seminar meeting for the full three days. Participants will be asked to choose one of the following:

Seminar I: Residential Air Conditioning, Load Calculation.

Seminar II: Residential Air Conditioning, Air Distribution.

Seminar III: Commercial Air Conditioning, Load Calculation.

Seminar IV: Commercial Air Conditioning, System Design.

Seminar V: HVAC Management—a special management oriented seminar for owners and managers.

To receive complete information and a brochure, write to OSU Engineering Extension, 512 Engineering North, Stillwater, OK 74078.

## PSG Seminar Attracts 210 Contractors

PSG Industries, Inc., manufacturers of the Accustat/Compustat lines of energy saving controls, presented the first in a nationwide series of seminars on "Profiting from Energy Controls." Sponsored by Tesco, Inc., of Irvington, NJ, the meeting was held at the Coachman Inn & Restaurant, near Cranford. Over 200 Contractors attended.

According to TESCO executive Arnold Blum, the record turnout reflects widespread contractor interest in their area, for energy management products which they can sell and service.

The main speaker was John Felderman, New Jersey rep for PSG. Highlights of the meeting included a special audio-visual presentation emphasizing the critical role played by thermostats in successful energy management. Following this were "hands-on" demonstrations of various PSG Accustat/Compustat products in both setpoint and new adjustable versions. Another section dealt with sales techniques, developing energy conservation proposals, estimating savings, etc. Each contractor received a take home package including a 40

**Large contractor turnout for a PSG Industries energy control seminar, sponsored by Tesco, Inc., northern New Jersey wholesaler, set a company record for attendance. 210 showed up to hear PSG rep John Felderman, of Marketing Group, Stockholm, NJ, describe the payback and profit potentials with PSG's full line of Accustat/Compustat energy saving thermostats for industrial and residential markets.**